

Message Text

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PAGE 01 CAPE T 00276 291540Z

67

ACTION AF-05

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /013 W

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R 291400Z MAY 74

FM AMCONSUL CAPE TOWN

TO USDOC WASHDC

INFO SECSTATE WASHDC 3846

UNCLAS CAPE TOWN 0276

E.O.11652: N/A

TAGS :BEXP SF

SUBJ :PRIVATE TRADE OPPORTUNITY

1. 791/02/P0038

2. 052974

3. J.MULLIGAN

4. 791 SOUTH AFRICA

5. Y--ENGINEERS,MERCHANTS AND CONTRACTORS

6A. REPLY TO--

6B. MR.A.G.BRAMWELL,MANAGER:ENGINEERING DIVISION

6C. DOWSON AND DOBSON LTD.

P.O.BOX 26

MAITLAND, CAPE 7405

7. CABLE DOWNRIGHT; TEL 51-3311

8. ENG.DIV.: AGB/RC

9. 102

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10. 3613151-0500. 11000 AND 22000 VOLT RENEWABLE DROP-OUT

EXPULSION FUSE UNITS,SINGLE PHASE TYPE. FOR OURDOOR OPERATION ON RURAL HIGH VOLTAGE DISTRIBUTION SYSTEMS. EQUIPMENT SHOULD BE SUITABLE FOR OPERATING FROM GROUND LEVEL BY MEANS OF PORTABLE LINK STICKS, AND HAVE A CAPACITY OF UP TO 100 AMPS FOR 11 KV UNITS, 75 AMPS FOR 22 KV UNITS. UNITS REQUIRED FOR EXTENSIONS TO NATIONALLY INTEGRATED ELECTRICITY SUPPLY SYSTEM STARTING TO EXPAND IN THE RURAL AREAS AT INCREASING RATE. CURRENT REQUIREMENTS FOR WESTERN CAPE PROVINCE IS 2000 UNITS ANNUALLY; WITH BUYER'S ABILITY TO MARKET THROUGHOUT SOUTH AFRICA POTENTIAL IS 10,000.

ACCORDING TO BUYER,SOUTH AFRICAN MARKET IS PRESENTLY SERVED BY TWO COMPANIES WHICH LOCALLY ASSEMBLE EQUIPMENT IMPORTED FROM UNITED KINGDOM. DELAYS IN EXCESS OF SIX MONTHS ARE BEING INCURRED BETWEEN PLACING OF ORDERS AND DELIVERY.

THESE DELAYS ARE UNACCEPTABLE TO THE BUYER.

LOCALLY ASSEMBLED UNITS ARE PRICES AT APPROXIMATELY \$50 PER SINGLE PHASE UNIT.

DOWSON & DOBSON IS A LARGE, OLD AND WELL ESTABLISHED COMPANY WITH AN EXCELLENT BUSINESS REPUTATION. IT IS ONE OF THE MANY OPERATIVE COMPANIES OF AFRICAN OXYGEN LTD., P.O.BOX 5404, JOHANNESBURG, A HOLDING COMPANY WITH A QUOTATION ON THE JOHANNESBURG STOCK EXCHANGE.

GAMON

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NNN

Message Attributes

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30 JUN 2005

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